Program Goals

- ► Furnish technical and business assistance to small disadvantaged businesses (SBDs) and firms that employ the severely disabled
- ► Enhance the capabilities to these firms as both prime contractors and subcontractors
- ► Facilitate the formation of long term alliances between mentors and their protégés



Air Force Perspective

The MP Center of Excellence is located at Brooks AFB. The Center is a dedicated organization providing AF wide program support.

- ► AFMPCOE Goals The Center of Excellence has the following primary goals:
 - ► Mission Related Agreements
 - **▶** Better Price
 - ► Reduced Acquisition Lead Time

United States Air Force
Mentor-Protégé
"Center of Excellence"
311th HSW/BC

FORMING
POSITIVE
PARTNERSHIPS

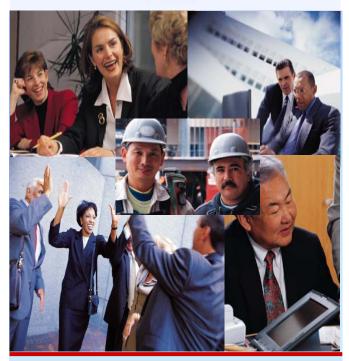
8046 Crouch Road

Brooks City-Base, TX 78235-5146





Mentor - Protégé Program



FORMING
POSITIVE
PARTNERSHIPS

FORMING
POSITIVE
PARTNERSHIPS

FACTS

- ➤ A broad range of industries are represented in the MPP:
 - Environmental Services
 - Manufacturing
 - ► Information Systems
 - ► Engineering Services

ELIGIBLE PARTICIPANTS

- Qualifying Mentor Must:
 - ▶ Have at least one active subcontracting plan with any Federal Agency
 - ▶ Be eligible for award of Federal contracts
- Qualifying Protégé must be:
 - Certified by SBA as a Small
 Disadvantaged Business (SDB) concern,
 8(a) firms; or
 - Qualified organization employing the severely disabled or
 - Woman-owned small business

PROGRAM STRUCTURE

- Mentor firms are solely responsible for selecting their protégé(s)
- Protégé firm may have only one active DoD MP agreement
- Mentor application and signed MP agreement must be approved by OSD (SADBU)





BENEFITS TO THE MENTOR

- Develop long term business relationship with SDB concerns
- Develop an effective and high quality SDB subcontracting pool
- ► Enhance technical capabilities of both firms
- Pursue new market opportunities as MP team
- Issue subcontracts to protégé on a noncompetitive basis
- Gain a source selection/past performance evaluation factor
- Receive cost reimbursement and/or SDB credit

BENEFITS TO THE PROTÉGÉ

- Technology transfer
 - ► Engineering and technical training (e.g., production, ISO, and quality assurance)
- Business infrastructure enhancement
- Develop long term business relationship with Prime Contractor
- Expands subcontracting opportunities
- Business development and planning training
- Protégé may leverage technical expertise of mentor to bid on SB set-aside contracts
- Improve competitive advantage
- ▶ Use MP as a marketing tool

CONTACT INFORMATION

AF Mentor-Protégé "Center of Excellence"

Phone: (210) 536-1288 Fax: (210) 536-4363

Janie Campos - AF Program Manager janie.campos@brooks.af.mil

Frederick Chandler - MP Mgmt Assistant frederick.chandler@brooks.af.mil

AF Mentor-Protégé Home Page www.brooks.af.mil/HSW/BC/MP

DoD Mentor-Protégé Home Page www.acq.osd.mil/sadbu/mentor_protege/

DoD Mentor-Protégé Program Hotline (703) 588-8635

AF Small Business Home Page http://selltoairforce.org/

